



Westlite Toh Guan



RMIT Village

Centurion Corporation Limited

FY2013 Financial Results Briefing
28 February 2014



Westlite Mandai



Westlite Johor Techpark



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FY2013 Results Overview

Results Highlight

4Q 2013		
Revenue	Net Profit	Net Profit (excl Fair Value Gain)
Group \$17.6 m 0%	Group \$26.9 m 402%	Group \$5.6 m 19%
Accommodation \$12.7 m 20%	Accommodation \$26.5 m 521%	Accommodation \$5.2 m 45%
Optical Disc \$4.9 m 30%	Optical Disc \$0.4 m 63%	Optical Disc \$ 0.4 m 63%

EPS 12.19 c 506%
EPS (excl. Fair Value Gain) 2.49 c 30%
NAV \$292.9m 39%
NAV (per share) 38.74 c 41%

FY 2013		
Revenue	Net Profit	Net Profit (excl Fair Value Gain)
Group \$66.4 m 2%	Group \$92.2 m 476%	Group \$18.8 m 23%
Accommodation \$47.3 m 26%	Accommodation \$96.9 m 570%	Accommodation \$19.6 m 43%
Optical Disc \$19.2 m 31%	Optical Disc (\$4.7 m) N/M	Optical Disc (\$0.8 m) N/M

- Healthy gearing ratio at 39%
- Final Dividend of 0.6 cent per ordinary share
- Bonus warrant issue 1 warrant for 10 existing ordinary shares

KEY FINANCIALS

Group Net profit increase of 23% to \$18.8m in FY 2013

(Recurring – Exclude one off items)

S\$'000	4Q2013	4Q2012 (Restated) ³	% Change	FY2013	FY2012 (Restated) ³	% Change
Revenue	17,591	17,560	+ 0.18%	66,432	65,231	+ 2%
Net Profit ¹ Recurring - excl one off items	5,587	4,677	+ 19%	18,849	15,305	+ 23%
NP Margin	32%	27%	+ 5pp	28%	23%	+ 5pp
Valuations ²	21,354	692	+ 2986%	73,309	692	+10494%
Net Profit	26,941	5,369	+ 402%	92,158	15,997	+ 476%

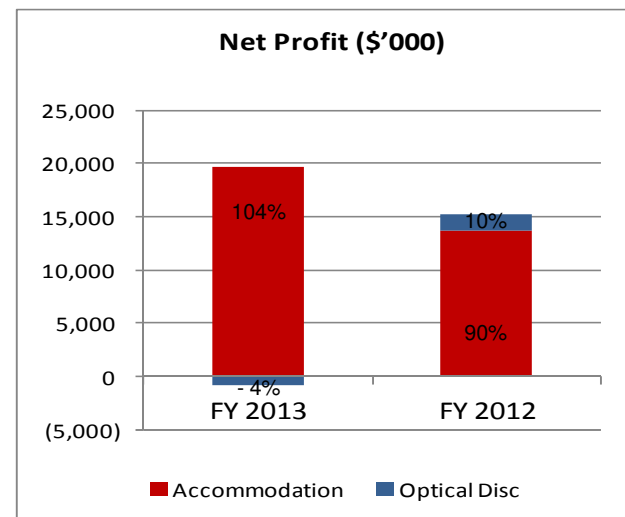
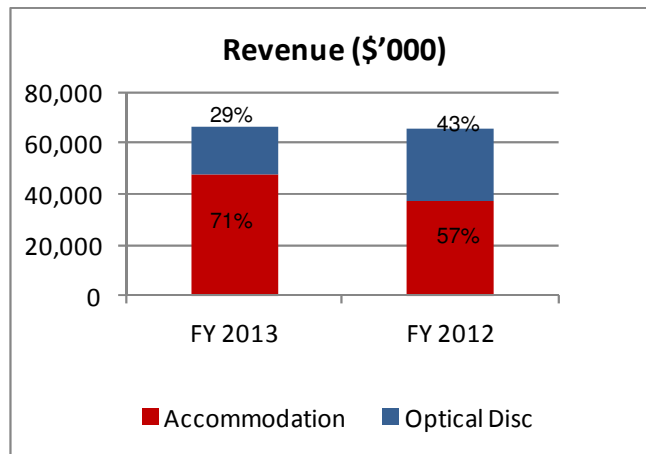
The results for 4Q FY2013 and FY2013 included one-off net gain of \$73.3 million, namely, the fair value gain arising from change in recognition of investment properties from cost to fair value basis (\$77.2 million) and impairment loss on optical business's plant and equipment (\$3.9 million)

1. This represents the recurring earnings of the Group
2. Net Profit excludes one off items which comprise fair valuation gains arising from investment properties and impairment loss on plant and equipment
3. With effect from Q2 FY2013, the Group changed its accounting policy for investment properties from cost to fair value model. The change was applied retrospectively and accordingly, the comparative financial statements were restated.



Segment Breakdown (Exclude One Off Items)

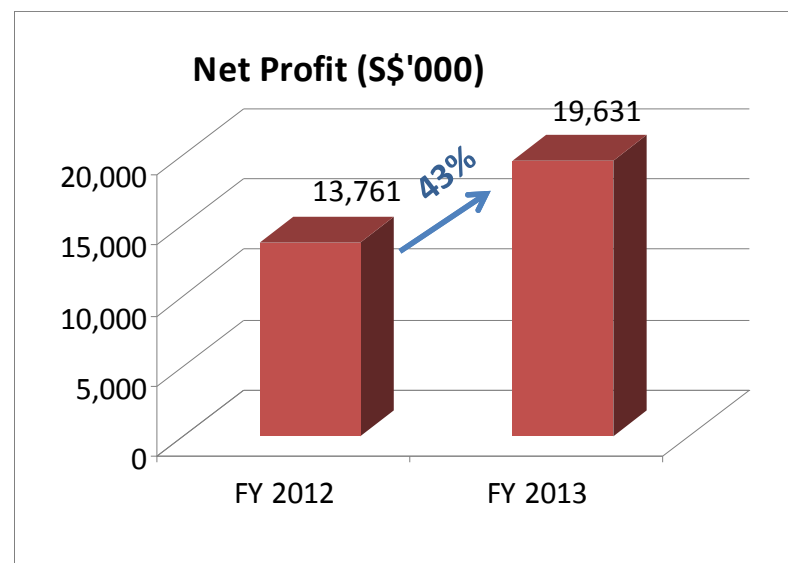
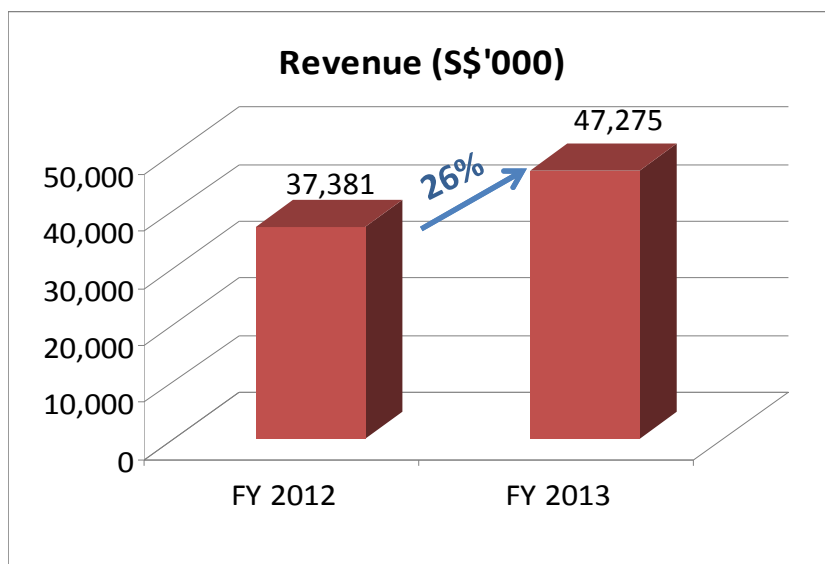
S\$'000	Accommodation			Optical Disc		
	FY 2013	FY 2012	Change	FY 2013	FY 2012	Change
Revenue	47,275	37,381	+ 26%	19,157	27,850	- 31%
Net Profit	19,631	13,761	+ 43%	(782)	1,544	n/m
Net Profit Margin	42%	37%	+ 5pp	na	6%	n/m



Accommodation Business

Recorded a 43% increase in contribution for FY 2013

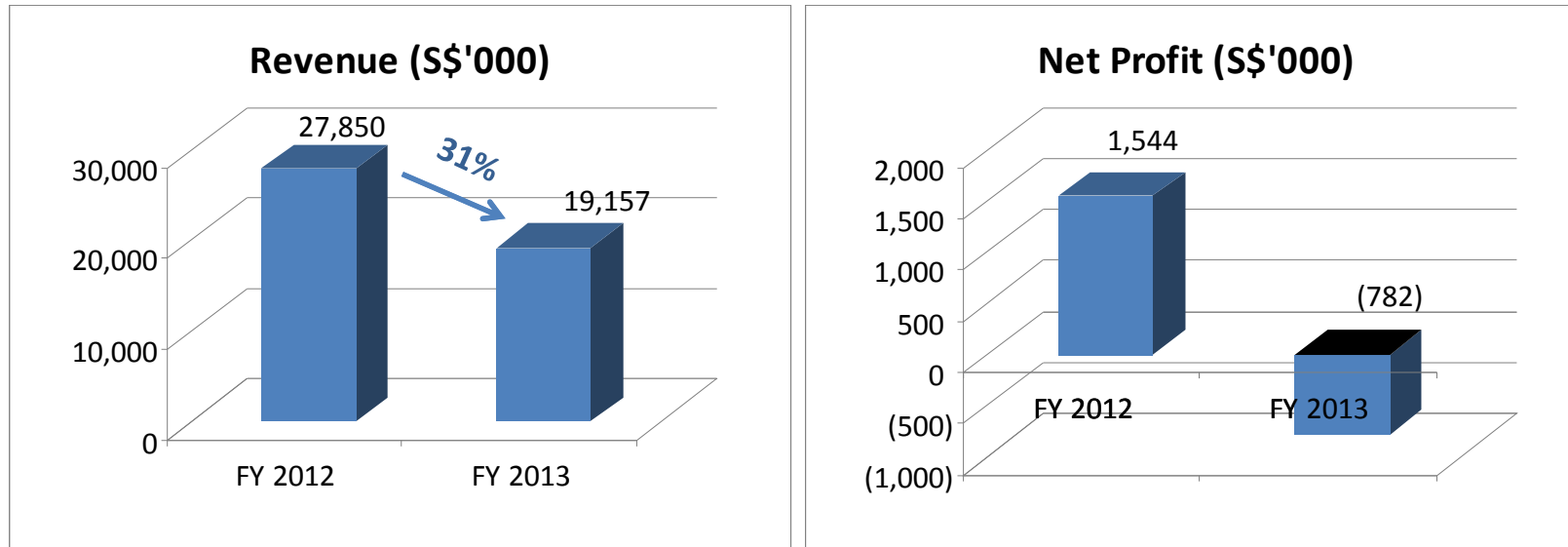
(Exclude one off items)



- Accommodation revenue grew to \$47.3m (26% increase) due to business expansion & higher rental rates in Singapore.
- Excluding fair valuation gains, net profit increased to \$19.6m (43% increase): Mainly attributable to growth from increasing bed counts in Malaysia and Mandai dormitory which commenced operations during the year.

Optical Disc Business

31% reduction in revenue in FY 2013







- Revenue decreased to \$19.2m (31% reduction) stemming from weakening demand for optical media
- Lower revenue and the one-off write back in FY2012 of \$0.7m resulted in the optical business incurring a loss of \$0.8m from \$1.5m profit in the previous year.
- Generated positive cashflow of \$1.2m in FY 2013.
- Book value of Optical Disc Manufacturing Plant & Equipment stands at \$0.7m.

Balance Sheet Highlights

Net Assets boosted by strong performance & fair valuation gains

S\$'000	FY2013	FY2012 (restated)	Change %
Cash & Cash Equivalents	44,374	41,027	+ 8%
Current Assets	67,646	58,538	+ 16%
Non Current Assets	448,198	266,605	+ 68%
Current Liabilities	50,115	45,153	+ 11%
Non Current Liabilities	172,808	68,586	+ 152%
Net Assets	292,921	211,404	+ 39 %
Gearing Ratio	39%	26%	+ 13 pp

- Current Asset  \$9 million: Tenders deposit paid for acquisition of RMITV and other projects.
- Non Current Assets  \$182 million:
 - Acquisition of Woodlands land \$81 million
 - Acquisition of Malaysia Assets and upgrading of Toh Guan Dormitory \$29.8 million
 - Fair valuation gain from investment group properties \$43 million
- Non Current Liabilities  \$104 million: Issue of MTN \$100 million and bank borrowings
- Cash and cash equivalents  \$3.3m only:
 - Funding for upgrading works, acquisitions and tender deposits
 - MTN Proceeds utilised for funding of Woodlands land & deposit for RMIT Village

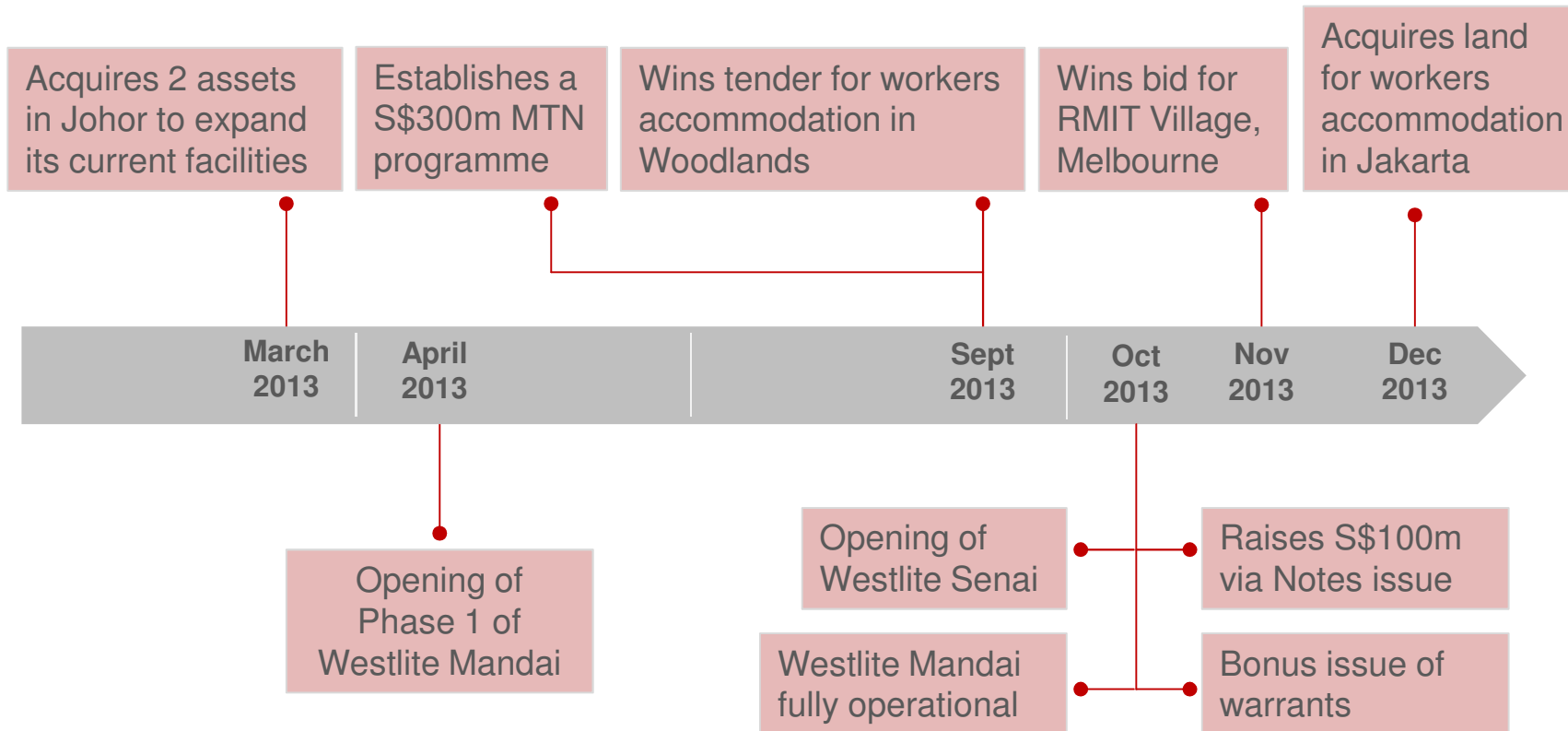
Key Ratios

	Change	FY2013	FY2012 (restated)	FY2011 (restated)
Earnings Per Share	+506%	12.19c	2.01c	3.46c
Price	+184%	54.00c ³	19.00c ²	16.30c ¹
Price/Earnings Ratio		4	9	5
Price/Earnings Ratio (exclude one off items)		22	9	3
Dividend		0.6c ⁵	0.7c ⁴	N.A.
NAV per share	+41%	38.74c	27.42c	25.93c
Market Capitalisation ⁶	+183%	S\$408m	S\$144m	S\$123m

1. As at 31 December 2011
2. As at 31 December 2012
3. As at 31 December 2013
4. Comprising a one-off interim dividend of 0.3 cents and a full year dividend of 0.4 cents for FY2012
5. Based on FY2013 dividend of 0.6 cents
6. As at 31 December for respective years

Business & Operational Review

Key Achievements in FY2013



Workers Accommodation – Singapore

- Strong demand with good occupancy achieved and rental rate growth
- Bed capacity increased **42% to 19,700 beds** as at FY2013 from 13,900 beds at FY2012
- Operating close to full occupancy rate
- Positive rental rate reversions
- Westlite Mandai fully operational with 6,300 beds
 - Phase 1 : 4,750 beds opened in April 2013
 - Phase 2 : 1,550 beds opened in October 2013
- Focus on the welfare of our foreign worker population benefitted Westlite Dormitory, given our reputation as a leading operator of quality purpose-built workers accommodation



Westlite Talent Contest



Workout at Gym, Westlite Tuas

Workers Accommodation – Malaysia

- Purpose-built workers accommodation gaining acceptance amongst MNCs and local corporations
- 5 operating dormitories with total bed capacity of 13,500
- Bed capacity increased by 24% from 10,900 beds at FY2012
 - ❖ Westlite Senai opened in Oct 2013
- **Achieved 80%** occupancy rate for Malaysia accommodation assets by Dec 2013
- Official opening of Westlite Johor Techpark in January 2014 further profiled Westlite dormitories in Malaysia



External Façade of Westlite Johor Techpark



Relaxing Westlite Johor Techpark

Workers Accommodation – Others

- Acquired a 7,220 sq m plot of land in Jakarta, Indonesia for the development of workers accommodation
- Plot of land in Port Hedland, Australia acquired in 2012 for short stay accommodation is still undergoing the rezoning process
- **WESTLITE** BRAND is well on the way to becoming synonymous with quality accommodation services in Singapore, Malaysia and the region



Student Accommodation

- Acquired RMIT Village and an adjoining car park building in Melbourne, Australia
- Purchase consideration of A\$60 million
- Comprises 229 apartments and a current capacity of approximately 456 beds
- 100% occupancy rate in the last 3 years
- Acquisition is expected to be earnings accretive upon completion in early 2014
- Potential for asset enhancement and redevelopment



RMIT Village Courtyard



RMIT Village BBQ Deck

FY2014 OUTLOOK

Outlook for FY2014

Workers Accommodation - Singapore

- Demand/Supply imbalance underpin resilience of workers accommodation
- Rental rates are expected to remain sustainable with strong occupancy rates
- Westlite Toh Guan upgrading completed in Jan 2014
 - ❖ New 18-storey block with 3,800 beds will contribute to the Group's net profits
- Westlite Woodlands commenced construction and expected to be completed in 2015



New dormitory block at Westlite Toh Guan



Artist Impression of Westlite Woodlands

Outlook for FY2014

Workers Accommodation - Malaysia

- Purpose-built dormitories gaining wider acceptance by employers
- Occupancy rates to continue to improve for existing 5 dormitories through increased sales efforts
- Commenced construction for two new dormitories:
 - ❖ **Tampoi** – 5,300 beds expected to be completed in 2015
 - ❖ **Senai** – 5,500 beds expected to be completed in 2015
- Evaluating opportunities in other parts of Malaysia



Westlite Desa Cemerlang



Artist Impression of Westlite Tampoi

Outlook for FY2014

Student Accommodation

- RMIT Village acquisition completed and will be earnings accretive from Feb 2014
- 100% occupancy for 2014 academic year
- Increase of rental rate from 2013
- Asset enhancement being explored in the existing premises
- Review potential for redevelopment of the adjoining carpark building
- Explore student accommodation opportunities in Australia and other key educational hubs



External Façade of RMIT Village

Optical Disc

- Optical disc operational capacity will be calibrated accordingly as demand continues to fall with structural shift in demand



Optical Disc Manufacturing Plant, Jakarta



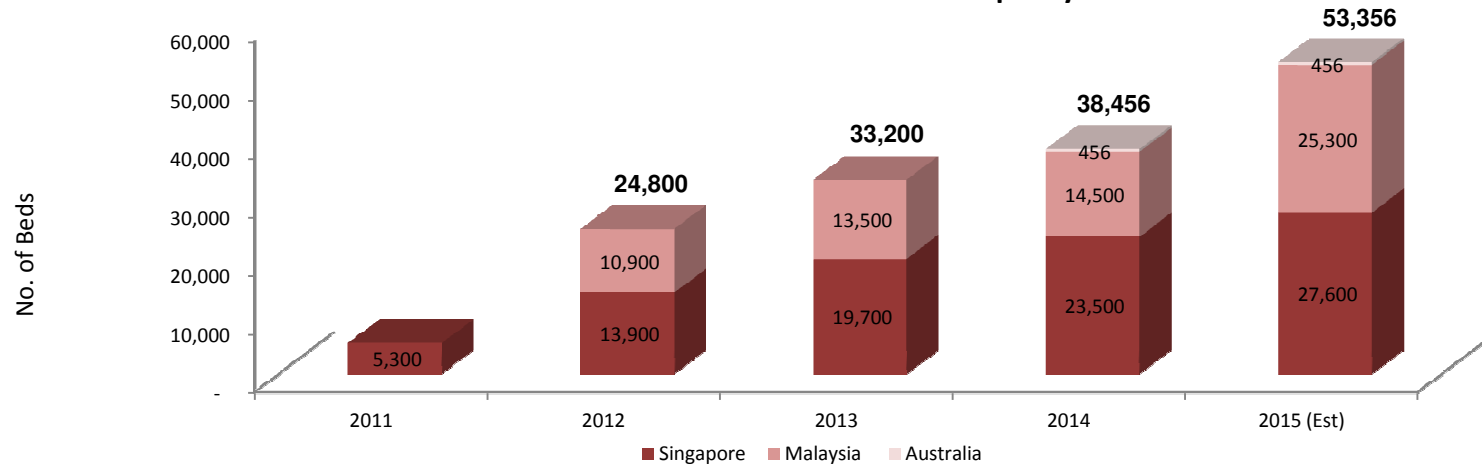
FY 2014 STRATEGIC FOCUS

Strategic Focus for FY2014

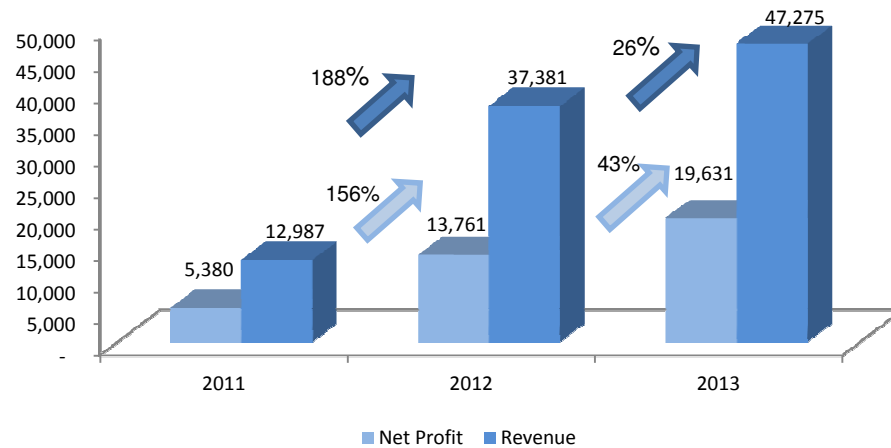
- Continue to **seek opportunities to grow** its accommodation assets via acquisitions and joint ventures with reputable partners
 - ❖ **Workers Accommodation** in Singapore, Malaysia and the region as well as Middle East
 - ❖ **Student Accommodation** in Australia, UK and other education hubs
- **Enhance project returns** through asset enhancement initiatives
- **Widen scope** of the accommodation business to include short-term stays and related supporting services
- Provide **accommodation management services** to 3rd-party owners
- **Calibrate operational capacity** of Optical disc business accordingly as demand continues to fall
- Active **capital management** to enhance shareholder value

Accommodation Growth Profile¹

Accommodation Portfolio - Bed Capacity



Accommodation - Revenue & Net Profit² (S\$,000)



8 assets in Singapore, Malaysia and Australia
 ▪ Current capacity > **30,000** beds
2 assets under development
 ▪ **10,800** beds in Malaysia
 ~**100%** Occupancy rate in Singapore accommodation assets
 ~**80%** Occupancy rate in Malaysia accommodation assets
 ~**100%** Occupancy rate for student accommodation in Melbourne

¹ Based on developments at existing facilities that are already owned by Centurion Corp

² Exclude fair value gains

Managed with Our *HEART*



Westlite Day Celebrations



Free Medical Screening



Excursion to Singapore Airshow



Staff interaction with residents



Excursion to Underwater World



Sharing laughter over drinks at the canteen



Badminton Competition

100,000 through airshow's public days

By JOHNA SEOW

AS THE crowd gaped appreciatively while watching fighter jets zoom through death-defying stunts, shapard worker Manishan Ramesh was shooting a video with his mobile phone to send to his family back in India.

"I really enjoyed it. It was very thrilling to see the planes taking and turning," said Mr Ramesh, 31, who has worked here for 11 years. He was among some 100,000 visitors who packed Changi Exhibition Centre at the weekend, with the flag-off at 10am.

As for Mr Ramesh and about 100 other workers from Westlite Dormitory in Toh Guan who were given subsidised tickets by the firm that runs the hostel, the best part was the aerial displays.



WHAT A TREAT: Mr Ramesh (above, left) and Mr Selvam (above, right) smiling as the Black Knights draw a heart in the sky. They, and Mr Ramesh (below, second from right to edge), were part of a group of 100 foreign workers whose dormitory boss subsidised their tickets.



“EXCITEMENT FROM THE HEART

We liked the formation where they wrote the heart... Everyone understands what it means.

— Mr Manishan Ramesh

”



Awards

SIAS 14th Investors' Choice Award 2013

**MOST TRANSPARENT COMPANY (TECHNOLOGY)
RUNNER UP**



Summary – Well-Positioned for Further Growth

- Delivered **strong** financial performance in 2013 with **23%** growth in net profit
- **Strong pipeline to support sustainable growth** - accommodation portfolio to grow to more than 50,000 beds by 2015
- Successfully executed **diversification** plans to expand regionally and into other accommodation segments
- **Strong balance sheet with healthy gearing ratio**
- **Availability of capital** to fund further growth opportunities

Thank You